

Daniel W Elfenbein

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7953074/publications.pdf>

Version: 2024-02-01

24
papers

1,277
citations

759233

12
h-index

888059

17
g-index

24
all docs

24
docs citations

24
times ranked

925
citing authors

#	ARTICLE	IF	CITATIONS
1	The Small Firm Effect and the Entrepreneurial Spawning of Scientists and Engineers. <i>Management Science</i> , 2010, 56, 659-681.	4.1	317
2	Charity as a Substitute for Reputation: Evidence from an Online Marketplace. <i>Review of Economic Studies</i> , 2012, 79, 1441-1468.	5.4	180
3	A Greater Price for a Greater Good? Evidence that Consumers Pay More for Charity-Linked Products. <i>American Economic Journal: Economic Policy</i> , 2010, 2, 28-60.	3.1	157
4	What Is a Relationship Worth? Repeated Exchange and the Development and Deployment of Relational Capital. <i>Organization Science</i> , 2014, 25, 222-244.	4.5	98
5	Ownership and Control Rights in Internet Portal Alliances, 1995-1999. <i>RAND Journal of Economics</i> , 2003, 34, 356.	2.3	89
6	Publications, patents, and the market for university inventions. <i>Journal of Economic Behavior and Organization</i> , 2007, 63, 688-715.	2.0	78
7	Market Structure, Reputation, and the Value of Quality Certification. <i>American Economic Journal: Microeconomics</i> , 2015, 7, 83-108.	1.2	59
8	Time to exit: Rational, behavioral, and organizational delays. <i>Strategic Management Journal</i> , 2015, 36, 957-975.	7.3	58
9	The Impact of Learning and Overconfidence on Entrepreneurial Entry and Exit. <i>Organization Science</i> , 2018, 29, 989-1009.	4.5	56
10	Creating and Capturing Value in Repeated Exchange Relationships: The Second Paradox of Embeddedness. <i>Organization Science</i> , 2017, 28, 894-914.	4.5	46
11	Exclusivity, Contingent Control Rights, and the Design of Internet Portal Alliances. <i>Journal of Law, Economics, and Organization</i> , 2012, 28, 45-76.	1.5	31
12	Equity stakes and exit: An experimental approach to decomposing exit delay. <i>Strategic Management Journal</i> , 2017, 38, 278-299.	7.3	29
13	A Greater Price for a Greater Good? Evidence that Consumers Pay More for Charity-Linked Products. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	18
14	(When) Is Hiring Strategic? Human Capital Acquisition in the Age of Algorithms. <i>Strategy Science</i> , 2018, 3, 668-682.	2.9	16
15	Last-minute bidding in eBay charity auctions. <i>Economics Letters</i> , 2010, 107, 42-45.	1.9	14
16	Charity as a Substitute for Reputation: Evidence from an Online Marketplace. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
17	Contract Structure and Performance of University-Industry Technology Transfer Agreements. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
18	Does Cheap Talk Affect Market Outcomes? Evidence from eBay. <i>American Economic Journal: Applied Economics</i> , 2019, 11, 305-326.	2.9	4

#	ARTICLE	IF	CITATIONS
19	Contractual Incompleteness, Contingent Control Rights, and the Design of Internet Portal Alliances. SSRN Electronic Journal, 0, , .	0.4	3
20	Market Structure, Reputation, and the Value of Quality Certification. SSRN Electronic Journal, 0, , .	0.4	2
21	The Impact of Socioeconomic and Cultural Differences on Online Trade. SSRN Electronic Journal, 2018, , .	0.4	2
22	The Impact of Learning and Overconfidence on Entrepreneurial Entry and Exit. SSRN Electronic Journal, 0, , .	0.4	2
23	Pivot Rules for (Overconfident) Entrepreneurs. SSRN Electronic Journal, 0, , .	0.4	1
24	The Distribution of Value in Relationships: Bargaining Over Relational Capital. SSRN Electronic Journal, 0, , .	0.4	0